USA QUARTERLY SALES BY PROGRAM 1979-1986

1-14-87

		!	CA	MS	F	CSP	1	IAPS	L	JISP		TOTAL		MULTI			RPT/COPY		
		!	NEW	RENEW	NEW	RENEW	NEW	RENEW	NEW	RENEW	!	SUBS.	!	CLIENT	CUSTOM	SSRS	OTHER	OTM	SEMINA
IST QTR	1979	!	19	0	0	0	50	0	44	0	!	143 *	!	63	181	0	44	0	0
	1980	!	20	21	79	25	36	84	35	79	1	379		127	117	0	57	0	0
	1981	1	36	53	98	149	55	153	0	38		582	ij	246	180	0	89	0	0
	1982	!	46	42	15	37	87	157	47	86		517	ij	0	146	0	105 **	14	0
	1983	!	25	47	13	75	77	124	48	17	1	426	1	0	242	0	115	0	0
	1984	1	57	89	21	85	126	194	118	89	t	779	į	106	128	0	62	0	0
	1985	1	11	29	75	76	46	126	2	109	1	474		15	238	12	96	0	0
	1986	1	43	42	26	127	62	127	13	34	1	474	į	2	249	0	66	0	0
BAC	KL0G 84	i	22	161	60	115	19	329	35	269	ŧ	1010	i	_					
	KL0G 85	i	17	62	19	96	19	300	19	72	i	604	i						
210				02		,,,		000	•			001	!						
2ND QTR	1979	:	2	0	25	0	24	0	26	0	1	77		58	121	0	61	0	0
	1980	1	8	9	44	0	17	26	25	0		129	-!	229	306	0	36	0	0
	1981	1	27	0	33	15	7	-1	107	24	- 1	212	1	70	339	0	97	0	0
	1982	1	25	0	39	0	42	0	70	0	- 1	176		0	146	0	77	5	0
	1983	1	61	0	106	0	81	0	42	0	1	290	1	0	282	0	62	0	0
	1984	i	26	0	64	-1	53	-1	87	0	- 1	228	i	100	318	0	143	0	17
	1935	i	11	0	26	0	90	0	22	11	i,	160	ij	148	387	0	53	0	0
	1996	1	16	-8	28	0	59	-24	10	10	- 1	91	i	50	322	0	84	0	0
				·							1		1					·	
ORD QTR	1979	1	23	0	58	0	14	0	38	0		143 *		83	116	0	88	0	0
	1980	!	7	4	20	0	11	0	133	118	1	293	1	136	383	0	62	0	0
	1981	1	25	5	24	0	80	16	30	18	. !	198	1	94	180	0	68	32	0
	1982		9	0	27	0	55	0	40	0	- 1	131	1	74	169	0	113	12	0
	1983	1	19	0	28	0	89	0	29	0	1	165	1	0	191	0	105	0	0
	1984	1	43	0	5	0	82	0	70	0	ŧ	200	1	35	317	0	146	0	0
	1985		27	0	17	0	52	0	25	0	1	121	1	28	222	0	70	0	0
	1986	!	74	0	5	0	60	0	45	0	!	184	!	2	272	0	80	0	0
ATH QTR	1979		73	0	73	0	209	0	374	0		770 ±	:	70	252	0	52	0	0
	1980	!	26	72	77	148	84	170	26	242	1	845	1	170	418	0	134	0	0
	1981	1	16	107	34	162	27	185	63	222		816	!	46	400	0	93	14	0
	1982	!	10	126	12	51	63	194	97	340	!	893	1	9	102	0	151	0	0
	1983	1	38	94	30	57	133	161	216	213	1	942	1	9	365	0	64	0	0
	1984	1	25	153	73	114	12	314	106	269	1	1066	1	42	29	0	117	0	44
	1985	1	27	146	35	127	14	280	19	149	1	797	1	24	92	0	59	ō	0
	1986	i	9	93	43	0	20	168	3	57	1	393	1	46	73	0	153	0	3

^{* =} SES INCLUDED

^{** =} APPROX. 30K MULTICLIENT REPORTS INCLUDED

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INPUT USA RENEWALS BY WEEK 1982/1987

		N	OVEMBER						DEC	EMPER								JA	WARY		
	WEEK 1	WEEK 2	WEEK 3	WEEK 4	TOTAL HT	H!	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	STOTAL MI	THII	TOTAL Q1	RII		WEEK 1	WEEK 2	WEEK 3	WEEK 4	TOTAL MI
CAMS						1							11		11						
						1							- ::		11						
1982	0	23950	22100	38600	84650	1	7300	15300	0	0	11000	33600	- ; ;	118250	11	1983	0	7300	0	15000	22300
1983	0	0	15650	23750	39400	1	9075	23700	14400	0	0	46175	11	85575	11	1984	0	8500	0	29570	38070
1984	16575	8075	14164	30643	69457	- !	32059	30175	6443	7650	15635	91962	- 11	161419	- 11	1985	0	0	17000	3000	20000
1995	0	0	0	74806	74806	1	0	18900	40264	10116	1481	70761	11	145567	11	1986	-1050	0	3500	21225	23675
1986	0	0	0	16159	16159	1	0	0	31184	0	45090	77264	-11	93423	11	1987	0	0	0	0	0
FCSP						1							11		11						
1000						1							- 11		11						
1982	0	0	0	0	0	1	0	15000	0	0	23550	38550	11	32550	11	1983	0	0	0	15675	15675
1983	0	8075	0	0	9075	1	0	19475	0	0	29098	47563	11	55638	11	1984	0	0	8500	0	8500
1934	0	0	38575	8500	47075	1	0	16250	0	32000	19125	67375	11	114450	11	1985	0	0	0	20000	20000
1985	10000	0	26125	26719	62844	1	0	0	14250	50300	0	64550	11	127394	11	1986	0	0	0	41000	41000
1996	0	0	0	0	0	1	0	0	0	0	0	0	11	0	11	1987	0	0	0	0	0
MAPS						:							11		!!						
						1							11		11						
1982	0	15000	32725	78400	126125	1	13700	13700	26750	0	26750	80900	11	207025	11	1983	0	28700	0	16500	45200
1993	0	0	0	43450	43450	1	0	37050	31643	0	32232	100925	11	144375	11	1994	0	0	24748	15000	39748
1984	0	37050	44461	101088	182599	1	30563	75300	13000	24750	4129	147742	11	330341	11	1985	0	0	40875	0	40875
1985	0	0	0	107451	107451	1	0	46050	72816	50425	2790	172081	11	279532	11	1986	-2700	0	9000	54900	61200
1986	0	0	0	43691	43691	1	0	0	48262	0	76019	124281	11	167972	11	1987	0	0	0	0	0
UISP						!							11		11						
						į.							- 11		11						
1992	0	15000	15000	81000	111000	-	75000	20000	11000	0	135000	241000	11	352000	ii	1983	0	0	0	0	0
1983	0	0	0	105200	105200	- 1	0	68275	17393	0	22475	108143	- 11	213343	- 11	1984	0	0	16500	16500	33000
1984	50000	32300	48850	29250	160400	-	38900	19467	23000	0	33282	114649	- 11	275049	11	1985	0	0	52950	3500	56450
1985	0	0	15675	90819	96494	-	18525	2850	13946	3500	13679	52500	- 11	148994	ii	1986	-800	0	4825	0	4025
1986	0	0	0	34535	34535	i	0	0	0	0	22279	22279	- 11	56814	- 11	1987	0	0	0	0	0
TOTAL CO		50054	, 000F	40000			01006				40400	00105		m4E04		4000		01000		47477	00455
TOTAL 82	0	53950	69825	198000	321775	i	96000	64000	37750	0	196300	394050	- !!	715825	11	1983	0	36000	0	47175	83175
TOTAL 83	0	8075	15650	172400	196125	1	8075	148500	63436	0	82795	302806	11	498931	11	1984	0	8500	49748	61070	119318
TOTAL 84	66575		146050	169481	459531		01522	141192	42413	64400	72171	421728	11	881259	11	1985	0	0	110825	26500	137325
TOTAL 85	10000	0	41800	289795	341595	1	18525	67800	141276	114341	17950	359892	- 11	701487	11	1995	-4550	0	17325	117125	129900
TOTAL 86	0	0	0	94385	94385	1	0	0	79446	0	144378	223824	-11	318209	11	1987	0	0	0	0	0

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1	0	0	17000	6500	23500	0	0	0	0	6500	6500	-11	52300	11	170550
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1	0	0	0	-500	-500 :	0	0	8500	0	0	8500	-11	28000	11	189419
1	0	0	0	18150	18150	0	0	0	-275	-7650	-7925	-11	33900	11	179467
1	0	0	0	0	0 :	0	0	0	0	0	0	11	0	11	93423
1					1							11		11	
1					:							11		11	
1	0	0	0	34000	34000 1	0	0	0	0	25300	25300	-11	74975	11	113525
1	0	0	0	21400	21400	20150	0	0	14000	20500	54650	- 11	84550	11	140188
1	0	0	0	18000	18000	0	8500	13050	0	16150	37700	::	75700	11	190150
	26500	8500	0	16250	51250	0	0	0	0	34735	34735	11	126985	11	254379
1	0	0	0	0	0 1	0	0	0	0	0	0	11	0	11	0
1					:							11		11	
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1	0	13700	0	39000	52700	0	0	0	0	26000	26000	11	123900	11	330925
1	30000	33000	13596	40102	116698	0	0	16500	0	21500	38000	11	194446	11	338821
1	0	0	0	14175	14175	0	0	43000	8370	20000	71370	- 11	126420	11	456761
1	9500	17000	0	14850	41350	0	16500	8550	-275	-24350	425	- 11	102975	11	382507
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1	0	16500	0	21500	38000	0	0	0	3000	16500	19500	- 11	90500	- 11	303843
1	0	19000	0	0	19000	0	0	3000	14630	16500	34130	- 11	109580	- 11	384629
1	0	19500	0	10000	29500	0	0	0	0	0	0	- 11	33525	- 11	182519
1	0	0	0	0	0 1	0	0	0	0	0	0	11	0	11	56814
1	0	13700	17000	89500	120200	0	0	0	0	57800	57800	!!	178000	11	893825
1	38000	49500	28596	94372	210468	20150	0	16500	17000	75500	129150	- 11	458936	11	957867
1	0	19000	0	31675	50675	0	8500	67550	23000	52650	151700	- !!	339700		1220959
1	36000	45000	0	59250	140250	0	16500	8550	-550	2735	27235	- 11	297385	- !!	998872
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Sheri Randi 3/5/87

MAIL LIST TYPES

	Domestic <u>Foreign</u>
Kill A	FOREIGN AFFILIATES F
AI	INPUT OFFICES - if you keep these up to date DF
pdate+ A3	BOARD Leave in - 64 metaline 4 miles
В	CLIENTS ON NBI NOW DF
Kill c	PRESS
CI	FOREIGN PRESS - up dated by Keeth? F
D	PROSPECTS (U.S. and Canada) send to him so he D
DG	GOVERNMENT PROSPECTS D
∕ ^E	FINANCIAL ANALYSTS D
∫ G	GOVERNMENT AGENCIES - John F has + is applicating D
(Jo	ODS JAPAN F
} JK	KKA JAPAN F
/ "	FOREIGN PROSPECTS (excluding Japan) -> Send to Keith to F
plug these	his latest lists. We were
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	Jou't ist in a
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INPUT USA RENEWALS BY WEEK 1982/1987

		N	OVEMBER						DEC	EMBER								JAI	UARY		
	WEEK 1	WEEK 2	WEEK 3	WEEK 4	TOTAL MI	TH:	MEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	TOTAL MT	H::	TOTAL QT	RII		WEEK 1	WEEK 2	WEEK 3	WEEK 4	TOTAL HI
CAMS						!							!!		!!						
						- 1	=000	15000				00100	#	110050	!!	4000		7000	0	15000	22300
1982	0	23950	22100	38600	84650	1	7300	15300	0	0	11000	33600	11	118250	11	1983	0	7300 8500		29570	38070
1983	0	0	15650	23750	39400	- 1	8075	23700	14400	0	0	46175	**	85575	11	1984	0		47000		20000
1984	16575	8075	14164	30643	69457	- 1	32059	30175	6443	7650	15635	91962	11	161419	11	1985	0	0	17000	3000	
1985	0	0	0	74806	74906	1	0	18900	40264	10116	1481	70761	11	145567	- 11	1986	-1050	0	3500	21225	23675
1986	0	0	0	16159	16159	!	0	0	31184	0	46080	77264	- ::	93423	!!	1987	0	0	13650	29784	42434
FCSP						1							::		11						8182
1982	0	0	0	0	0	- ;	0	15000	0	0	23550	38550	- ; ;	38550	**	1983	0	0	0	15675	15675
1983	0	8075	0	0	9075	;	0	19475	0	0	28088	47563	- 11	55638	* * *	1984	0	0	8500	0	8500
1984	0	00/3	38575	8500	47075	- ;	0	16250	0	32000	19125	67375	- ;;	114450	11	1995	o	0	0	20000	20000
1985	10000	0	26125	26719	62844	i	0	10230	14250	50300	17123	64550	- 11	127394	**	1986	0	0	0	41000	41000
1986	0	0	0	0	02044	1	0	0	0	0	0	0	11	0	;;	1987	0	0	ő	57530	57530
MAPS						1									11						
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1982	0	15000	32725	78400	126125	i	13700	13700	26750	0	26750	80900	11	207025	11	1983	0	28700	0	16500	45200
1983	0	0	0	43450	43450	;	0	37050	31643	ō	32232	100925	- 11	144375	11	1984	0	0	24748	15000	39748
1984	0	37050	44461	101088	182599	,	30563	75300	13000	24750	4129	147742	- 11	330241	11	1985	0	0	40875	0	40875
1985	0	0	0	107451	107451	,	0	46050	72816	50425	2790	172091	11	279532	11	1986	-2700	0	9000	54900	61200
1986	0	0	0	43691	43691	i	0	0	48262	0	76019	124281	11	167972	11	1987	0	0	31850	58506	90356
UISP						1							11		::						
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1992	0	15000	15000	81000	111000	1	75000	20000	11000	0	135000	241000	11	352000	11	1983	0	0	0	0	0
1983	0	0	0	105200	105200	1	0	68275	17393	0	22475	108143	11	213343	11	1984	0	0	16500	16500	33000
1984	50000	32300	48850	29250	160400	1	38900	19467	23000	0	33282	114649	11	275049	11	1985	0	0	52950	3500	56450
1985	0	0	15675	90819	96494	1	18525	2850	13946	3500	13679	52500	11	148994	11	1986	-800	0	4825	0	4025
1986	0	0	0	34535	34535	1	0	0	0	0	22279	22279	11	56814	11	1987	0	0	0	3500	3500
TOTAL 82	0	53950	69825	198000	321775	1	96000	64000	37750	0	196300	394050	11	715825	11	1983	0	36000	0	47175	83175
TOTAL 83	0	8075	15650	172400	196125	1	8075	148500	63436	0	82795	302806	11	498931	11	1984	0	8500	49748	61070	119318
TOTAL 84	66575	77425	146050	169481	459531	1	101522	141192	42443	64400	72171	421728	11	881259	11	1985	0	0	110825	26500	137325
TOTAL 85	10000	0	41800	289795	341595	1	18525	67900	141276	114341	17950	359892	11	701487	11	1986	-4550	0	17325	117125	129900
TOTAL 86	0	0	0	94385	94385	!	0	0	79446	0	144378	223824	11	318209	11	1987	0	0	45500	149320	193820

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LIENT	COMPANY NAME	CONTACT	CONTRACT AMOUNT \$	AGREEMENT TYPE	S	UMS	MSPA-1 RPTS SENT	MSPA-2 RPTS SENT	MSP1 RPTS SENT	MSP2 RPTS SENT
1	AT&T COMMUNICATIONS	HUK	20250	PERPETUAL		2	2	2	2	2
1	AT&T I.S. SERVICES	CONNOLLY	9000	PERPETUAL		2	2	2	2	2
1	BABCOCK & WILCOX	BIRD	8500			2				
1	BANK OF AMERICA	FLEMING	9500	B OF A CONTRACT	NO SELECTION	2				
1	BOEING COMPUTER SERV.	MILLS	23086	PERPETUAL		1	1	1	1	1
	BOEING COMPUTER SERV.	SCHWENDE.				1	1	1	1	1
1	BROADVIEW ASSOCIATES	BARD	4394		NO SELECTION	2				
1	CANADA SYSTEMS GROUP	MARSHALL	10450	PURCHASE ORDER	NO SELECTION	2				
1	CINCINNATI BELL INFO	LEAKE	9000	PERPETUAL	OFF-SITE	2	2	2	2	2
1	COMPUTER SCIENCES CORP	LEPARD	24300	PERPETUAL		10	4	4	4	
1	ELECTRONIC DATA SYS	SENDER	22992	TELECON		2	2	2	2	2
1	GTE DATA SERVICES	BERDY	25650	TELECON		2	2	2	2	2
1	GENERAL ELECTRIC CO	FROST	5500	TELECON	NO SELECTION	2				
1	IBM CORPORATION	WERTHEIM	24300	PERPETUAL						
	IBM CORPORATION	CAD INFO				1	1	1	1	1
	IBM CORPORATION	CAMPBELL				1	1	1	1	1
	IBM CORPORATION	DUCKETT			COPY	1	1	1	1	1
	IBM CORPORATION	HARGREAVE:	5		COPY	1			1	1
	IBM CORPORATION	HENDRIX			COPY	1	1	1	1	1
	IBM CORPORATION	AGRANOFF			COPY	1	•	1	1	1
	IBM CORPORATION	COMM LIB			COPY	1	1	1	1	1
	IBM CORPORATION	WILDER			COPY	1	1	1	1	1
	IBM CORPORATION	CORP MKT I	TIR		COPY	1	1	1	1	1
	IBM CORPORATION	BURO			COPY	1	1	1	1	1
	IBM CORPORATION	CALLION			COPY	1	1	1	1	1
	IBM CORPORATION	O'DORICO	0500	PERPETUAL /	NO SELECTION	2	1	1	1	4
1	IDC SERVICES	BRENNER	9500		NO SELECTION	2				
1	INFORMATION ASSOCIATES	NELSON	11000	PERPETUAL	NO SELECTION	1	1	1	1	1
1	LITTON COMPUTER	WOLFE	22950	PERPETUAL		1	1	1	1	1
	LITTON COMPUTER	CUDWORTH			CUBA	1	1	1	1	1
	LITTON COMPUTER	HARRINGTO	N		COPY	1	1	1	1	1
	LITTON COMPUTER	HUSTON	00005	DEDDETUAL	COPT	2	2	2	2	2
1	LOCKHEED CORP	WICKER	23085 15675	PERPETUAL		2	2	2	2	2
1	MGT SCIENCE AMERICA	LA ROQUE	5000			2	2	2	4	4
1	MCKINSEY & CO	KLEIN	24300	PERPETUAL		3	3	3	3	3
1	NYNEX CORPORATION	SANTORO MOORE	16500	PERPETURL	NO SELECTION	2	3	3	3	3
1	STERLING SOFTWARE		8500		NO SELECTION	2				
1	SUNDATA CORP	RYAN FREEMAN	20400	MHET OF FOT	SOFTWARE RPT	2				
1	TRW-ISD US WEST INC.	SPLANE	20400	HUST SELECT	NO SELECTION	2				
1	US WEST INC.	SPLANE	20400		NO SELECTION					
	INTERNAL DISTRUBUTION					80	17	17	17	17
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24			374232				MSPA-1	MSPA-2	MSP1	MSP2
DTAL			TOTAL \$	TOTAL REPORTS/SU	MS :	SUMS	RPTS SENT	RPTS SEN	t ripts sent	RPTS SENT

SHIPPED: TENTATIVE SHIP DATE:

F3 TS	SENT	MSP4 RPTS	SENT	MSPV RPTS	SENT	MSSA- RPTS	SENT	MSSA-2 RPTS	SENT	MSS1 RPTS	SENT	MSS2 RPTS	SENT	MSS3 RTPS	SENT
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14			225394 TOTAL \$	TOTAL REPOR	RTS/SUMS	SUM	FCS	8 SU S SEM		30 LSU PTS	FLS	8 V S SED	FLSM IT RPTS	
	INTERNAL DISTRUBUTION					2	4 1	8	11	18	1		18	525222
1	SPERRY CORPORATION US WEST	VOLK SPLANE	8500 12750	TELECON	NO SELECTION	ON 2		2	11					
i	NCR CORPORATION	RECEIVING		PURCHASE OR	DER	2		2	11	2		2	-	
1	INTELOGIC TRACE NYMEX CORPORATION	OWEN CAMINEZ	22800 21500	PERPETUAL		2		2	11	2		2	2 2	
	IBM CORPORATION	BURDETT		COPY PERPETUAL		1		2	11	1		ı	1	
1	IBM CORPORATION IBM CORPORATION	ROTONDARO GOODMAN	26125	PERPETUAL COPY		1	1		11	1			1	:
1	GOULD COMPUTER SYSTEMS HEWLETT-PACKARD	SULLIVAN	10000	PURCHASE ORI		N 2	2		11	2		2	2	
1	DICTAPHONE	LAUD GEESE	8500 15000	TELECON PURCHASE ORD	NO SELECTION	2 2	2		11					!
1	CONTROL DATA CORP DATA GENERAL	KENNEDY LAPIDE	8075	PERPETUAL		2	2		11					:
1	CONCURRENT COMPUTER	SPELLMAN	14250 18500	PERPETUAL		2	2		11	2			2	1
1	AT&T IS SERVICE BROADVIEW ASSOCIATES	CONNOLLY	27500 4394	PERPETUAL TELECON	NO SELECTION	2 2	2		11	2	2		2	1
CLIENT COUNT	COMPANY NAME	CONTACT	CONTRACT AMOUNT \$	AGREEMENT TY	=======================================	SUMS	FCSU RPTS	SENT	=====	SU TS S	ARGE SYS FLSV ENT RPTS		FLSM RPTS S	

- 1	1.		Renev	ved		Vei	bal		Cance	lled	Un	resol	ved
Program	Total Glients	To	Date %	Weekly Change	To	Date %	Weekly Change	To		Weekly Change	#	%	Weekly Change
ISP	40	16	40	+2	5	12	-2	11	28	+1	8	20	-1
CSP	22	10	45	0	4	18	0	1	5	0	7.	32	0
CAMP	41	24	59	† 1	3	7 .	-1	8	19	+2	6	15	-2
MAPS	42	23	55	+1.	4	9	-1	5	12	+1	10	24	-1
TOTAL ALL U.S. PROGRAMS	145	73	50	+4	16	11	-4	25	17	-4	31	22	-4

Note:	Includes	U.S.	programs	only

Date of Report: 1/11/85 Prepared by: ____ RP

All Field Sales staff called to confirm () Yes ()No

CANCELLATIONS:

ISP Arthur Anderson V Consumers Power Ford Motor GM Hughes Aircraft Michigan Consolidated Northrop *Ohio Edison PPG Standard 0il TRW

CSP Metaphor

CAMP

· ·*Avco Babcock and Wilcox Dun and Bradstreet GSI *Grumman

IDB North. Ireland ITT Moore

MAPS

Ashland *Avco Metier

Michigan Consolidated SEI



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32 33 34 95	0 0 0 10000	0 3075 0	0 0 39575 26125	0 0 8500 26719	9075 47075	0 0 0 0	15000 19475 16250 0	0 0 0 14250	0 0 32000 50300	23550 29099 19125 0	38550 47563 67375 64550	28550 55628 114450 127394	1992 1993 1994 1995 1995	0 0 0 0 0	0	9500 0	0 15675 0 20000	15 9
PS	0 0 0 0	37050	0 44461	101083	43450 8 192599	13700 0 30563 0	13700 37050 75300 46050	26750 31643 13000 72916	0 0 24750 50425	26750 32232 4129 0	80900 100925 147742 169291	207025 144375 330341 274742	1932 1983 1984 1985 1986	0 0 0 0 0	28700	0 24748 0 40875	16500 15000 0	
982 983 984 995	0 0 50000 0	0 0 0 32300	0 0	105200	00 105200 00 140400	75000 0 38900 18525	68275 19467	17393 7 23000	0	22475 33282	241000 109143 114649 38921	213343	1992 1983 1984 1985 1986	(0 0	0 0 0 0 0 16500 0 52950 0 0	0 0 0 15500	0
TOTAL 1982 TOTAL 1983 TOTAL 1984 TOTAL 1985			5 15650	0 17240 0 16948	00 196125 81 459531	96000 8075 101522 19525	5 148500 2 141192	0 63436 2 42443	6 0 3 64400	0 82795 0 72171	302906 421729	498931 3 991259	1993 1994		0 3600 0 950 0	00 4974 00 4974 0 11082	0 47175 8 61070 5 6500	0 0

12/20/95												
				RCH	MAI					RUARY	FEBR	
TR TOTAL Y	TOTAL Q	TOTAL MTH	WEEK 5	WEEK 4	MEEK 3	WEEK 2	WEEK 1	TOTAL MTH	WEEK 4	MEEK 3	WEEK 2	WEEK 1

119250	0	0	0	0	0	0	0	0	0	0	0	0
	52200	4500	6500	0	0	0	0	23500	5500	17000	0	0
	29440	17000	17000	0	0	0	0	34370	11370	15000	0	8000
	28000	8500	0	0	2500	0	0	-500	-500	0	0	0
	0	0	0	0	0	0	0	0	0	0	0	0
							^	0	0	0	0	0
	0	0	0	9	0	0	0	34000	34000	0	0	0
130613	74975	25300	25300	0	0	0	0 20150	21400	21400	0	0	0
199000	84550	54650	20500	14000	0	0		18000	19000	0	0	0
203094	75700	37700	16150	0	13050	8500	0	18000	13000	0	0	Ω
0	0	0	0	0	0	0	0					
007000		0	0	0	0	C	0	0	0	0	0	0
207025	0	26000	26000	0	0	0	0	52700	39000	0	13700	0
268275	123900	39000	21500	0	16500	0	0	116698	40102	13596	33000	30000
524787	194445		20000	9370	43000	0	0	14175	14175	0	0	0
403162	125420	71370 0	0	0	9	0	0	0	0	0	0	0

252000	0	0	0	0	0	0	0	0	0	0	0	0
223343	10000	0	0	0	0	0	0	10000	10000	0	0	0
345549	90500	19500	16500	3000	0	0	0	39000	21500	0	16500	0
244895	109580	34130	16500	14630	3000	0	0	19000	0	0	19000	0
0	0	0	0	0	0	0	0	0	0	0	0	0
715925	0	0	0	0	0	0	0	0	0	0	0	0
750105	261175	57800	57800	0	0	0	0	120200	99500	17000	13700	0
1340195	458935	129150	75500	17000	16500	0	20150		94372	23596	49500	38000
985237	301700	151700	52650	23000	67550	9500	0	32675	13675	0	19000	0
0	0	0	0	0	0	0	0	0	0	0	0	0

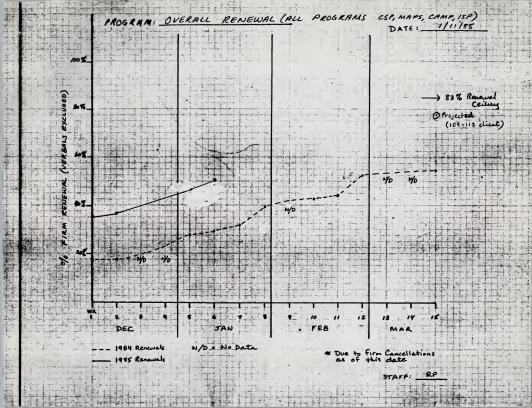
Standard 011

,			Renev	ved .		Ver	bal		Cance	lled	Uni	resol	ved
Program	Total Clients	To	Date %	Weekly Change	#	Date %	Weekly Change	To		Weekly Change	#	%	Weekly Change
ISP	40	16	40	+2	5	12	-2	11	28	+1	8	20	-1
CSP	22	10	45	0	4	18	0	1	5	0	7.	32	0
CAMP	41	24	59	+1	3	7	-1	8	19	+2	6	15	-2
MAPS	42	23	55	+15	4	9	-1	5	12	+1	10	24	-1
TOTAL ALL U.S. PROGRAMS	145	73	50	+4	16	11	-4	25	17	. 44	31	22 .	-4

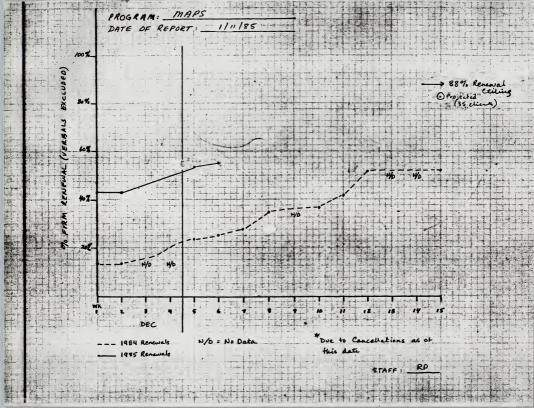
Note: Includes U.S. programs only	Date of Report:_	1/11/85
All Field Sales staff called to confirm (*)Yes ()No	Prepared by:	
CANCELLATIONS:		

ISP CSP CAMP MAPS Arthur Anderson Metaphor *Avco Ashland Consumers Power Babcock and Wilcox *Avco Ford Motor Dun and Bradstreet Metier GSI Michigan Consolidated GM Hughes Aircraft *Grumman SEI Michigan Consolidated IDB North. Ireland Northrop ITT *Ohio Edison Moore PPG

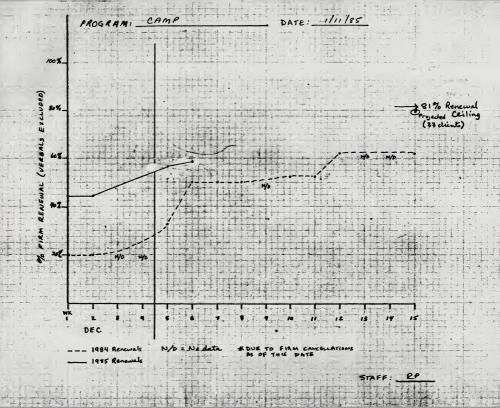




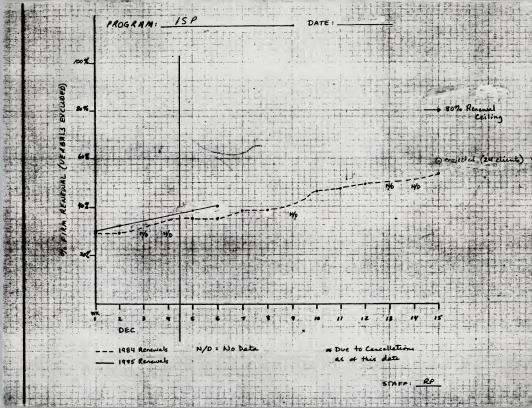




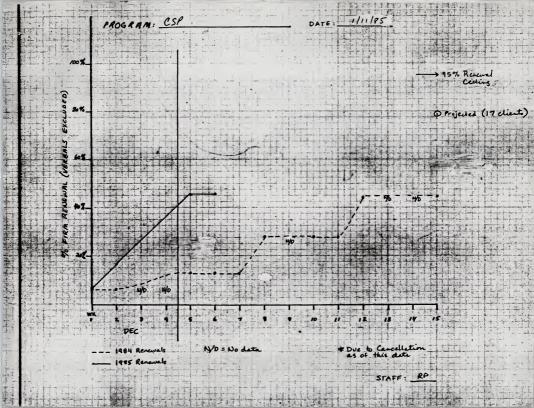














CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Amdah1	GDH		Х	
American Hoechst	HCT	х	·	
American President	GDH	×		
Arthur Andersen	NAH	•		X
Ashland	WHD	X		
Bell Atlantic Ventu	reHCT	- '		
CIGNA	LRM			
Clark-0'Neill	HCT	Х		
CSC	GDH	x		
Consumers Power	NAH	· ·		· x
Federal Mogul	NAH			
lst Nat'l Louisvill			Ķ	
Ford Motor	NAH		ŗ	×
Fujitsu, Ltd.	ODS			
General Motors	NAH			
GTE	нст		.,	X
Hammermill Paper	нст	×	X	
Hogan Systems	GDH	x		
Hughes Aircraft	GDH	•		×
IBM	HCT	×		^
Litton Mellonics	GDH	X.		
Marriott Corp	GRA	x		
Matsushita	нст	7	X	
Michigan Consolid	NAH		^.	X
National Semi	GDH			
Northrop	GDH			х
Ohio Edison	NAH			×
PPG Industries	HCT			
Rochester G & E	HCT	×		×
Champion (St. Regis) NAH		(



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INFORMATION SYSTEMS PROGRAMS - 1985 Renewals

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Schering Plough	HCT	х		
Social Security Adm	WHD		X	
SNET	LRM	X		
Square D	NAH	X		
Standard Oil, IN	NAH			X
Strohs Brewery	NAH	UNFESCHUED		
TRW	GDH			Х
U.C., Berkeley	GDH	Х		
Virginia Power	WHD	×		
F. W. Woolworth	WHD			



Date 1/11

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Amdah1	GDH			
AT&T	HCT	X		
Capterfone	GDH			
Centronics	LRM			
Compugraphic	LRM			
Computervision	LRM			
ÇDC	NAH	×		
Dața General	LRM		×	
Datapoint	GDH	×		
Diconix	NAH			
DEC	LRM		X	
Hewlett-Packard	GDH	×	,	
Honeywell	LRM	. X		
IBM	HCT	Χ		
ICL, Ltd.	KLH	×		
Interline	GDH	·	X.	
McAUTO	GDH	×	×	
Memorex	GDH	×		
Metaphor	GDH			X
NAS	GDH			^
NCR	NAH	X.		
Zilog	GDH	,	X,	
CSP/EUROPE 3M BURROUGHS				
3M	NAH	X		
BURROUghs	NAH			
COC	NAH	X	***	
HEWIEHT - POCKORD	6H	×		
AmoshL	611			
PERKIN Elmer	NOT			X INPUT
NCR	KLH			∧ INF01



Date 1/17

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
ATIT	NCT	X		
Ameritrust	NAH			
Anacomp	PAC/NAH			
ADR	HCT		X	
Arthur Andersen	NAH	×		
AVÇO	LRM			×
Babcock & Wilcox	WHD			×
Bank of America	GDH	X		
Broadview	PAC/HCT	×		
Boeing CS	GDH	X		
Candle Corp	GDH			
Cincinnati Bell	NAH	X		
Citicorp	LRM	X		
CSC	GDH	X		
CDC	NAH	X		
Database Design	NAH	X		
Dun & Bradstreet	LRM PICKED UP	SOFTER	Modelle for	MAPS X
EDS	GDH	X		
GBISCO	HCT' - (%)	X		
G9I	KLH			X
GTE	HCT	X		-
Grumman	LRM			X
Hewlett-Packard	GDH	X		
Hogan Systems	GDH	X		
IBM	HCT	×		
IDA, Ireland	KLH		X	
IDB, N. Ireland	KLH			X
ITT Corporation	HCT			X
Litton Mellonics	GDH	X		^
Lockheed Corp	GDH	X		
McAuto	NAH	X		
Mellon Bank	HCT		X	



COMPANY ANALYSIS AND PLANNING PROGRAM - 1985 Renewals

Date

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Moore Business Frms	HCT			X
The NewTrend Group	NAH			
Norwest 'Information	NAH			
Rand Information	GDH	×		
Samsung	GDH			
Strategic Info	LRM	X		
Thorn-Emi	KLH	χ		
TRW	GDH	×		
U.S. West	GDH	X		



MARKET ANALYSIS AND PLANNING SERVICE - 1985 Renewals

		Date	1/11	
CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
ATST	HCT	Х		
Anacomp	PAC/NAH			
ADR	HCT		X	
Ashland -	WHD			х
AVCO	LRM			×
Babcock & Wilcox	WHD	×		
Bank of America	GDH	X		
Bell Research	HCT	X		
Broadview	PAC/HCT			
Boeing CS	GDH	X		
Canada Systems Grp.	NAH			
Cincinnati Bell	NAH	X		
Citicorp	LRM	×		
Clark-0'Neill	HCT		X	
CSC	GDH	Х		
Computer Task Grp	HCT			
EDS	GDH	X		
GTE	HCT	X		
Grùmman	LRM			
Hogan Systems	GDH	х		
IBM	HCT	*		
IDC Services	GDH	х		
Info Associates	HCT		×	
Litton Mellonics	GDH	X		
Lockheed Corp	GDH	X		
MSA	WHD	X		
McAuto	NAH	Х	4	
Mellon Bank	HCT		~	
Mețier	GDH		X	
Michigan Consolid	NAH			×
				×



Page 2

MARKET ANALYSIS AND PLANNING PROGRAM - 1985 Renewals

		Date		
CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
NCR	NAH			
Norwest Information	NAH			
Philadelphia Suburb	HCT			
Rand Information	GDH	X.		
Scientific Computers	s NAH			
SEI	HCT			×
Sterling Software	GDH	X		
Strategic Info	LRM	x		
SunData	HCT	Х		
TRW	GDH	X		
U.S. West	GDH	Х		
Walker Interactive	GDH			



						camp			MAPS			ISP			csp		
	rene- wed	ver-	can-	Unr	1985	1986		1985			1985 (\$)			1985	1986 (\$)	+/- (%)	1985 (\$)
amdahl				2							4			13			1
amer hoes	1										23	16	-30				2:
apl			2		8.	5	0 -10	1			16.2	0	-100				24.
	1		^	•		5 10.			4								7.
analyintl			1	7		, 10.	, ,	,			20	Ø					2
anr	. 1		'	/1		5 10.	5 2	4				~					8.
arth ander	1		1		0.	, 10.	, -				24.3	0	-100	1			24.
ashland	- 1				0	5 17.5	-	22	19.8		24.0		100	22.5			63.
att			,	,		2 11.5	,	11.									11.
W&d				1		-		19									2
b of amer				2		5											17.
bell atlan	1			1				17.)		0.5						9.
b c of pa										_	9.5						
bcs	1					7 10.		6 24.			9						32.
broadview	1				8.	5 8.	5	0 16.	17.	2	4						2
burroughs				1						_				3			,
csg	1	Ж	K .						7 10,	D		3					1
cigna	1										19	16.5	-13	3			1
in bell		2	L			3			8								1
cincom				1	l			5.	5								5.
citibank				2		7		1:	3								2
citicorp.				1							23	3					2
clark		1	2					17.	5 🤌	-10	0 18	3 0	-100)			35.
cdc		- 7	•	_ 2	8.	5		2						18			48.
		,				_		17.									17.
com task	,				7.	7 9.	5 2	3 19.		3 2	5 15.3	7 . 2	-51	3			42.
csc	1					, ,,	, ,	5.		J	., .,.						5.
comserv								٠.	,					11.5			11.
data card				:	L									8.5		5	0 8.
dg	1													0 • 2		,	0 0.
db design					1	3					0 1						8.
dictaphone	9	1	1						_		8.5)		0 5		0. –10	ا عو
dec			1					9.		0 -10	00			8.5	, –	-10	
d & B					1			9.	5								9.
educ test					1		1	_			9.5)					9.
eds	1				7.	2 10.	5 4	6 19.		7 3	88						26
first chic	c				1			1	0								
float pt					1				11.7	0				8.5	5		8
geisco/ge		5	K			0 10	5 ne	w 9.	5 10.	5.							9
gould	1		ì											8.5	15.0	2	8
grumman		1		2	L			14.	2					7.7	7		21
gte data	1	. 1.	سط			3 10,	500		5 27,	000	2	7					57
gte data hammermil		,		1		5,5,			"		19.		-10	0			19
	1		1	•	8.	5									5 10.	5 1	1
hp	,		1		٠°،	,		8.	4		14.	1					22
hogan					l			3.						11.	5 26.	,	11
honeywell	Н		47			5 12.	7	24	9 27	. 4	22 -	9 12.0		22.	5 27	5- 2	2 78
í bm	Ч	,	×				,	24.	, -/								8
ida					1 8.				9 9.	5	6						
idc serv	1	I			14				9 9. .0		U						
info asso			1		*			1	U					18.	5		18
intelogic					1									14.			14
interline					1												
icl	-		1			0.0	9		23		0.5	6.7		16.	2		16
litton	3)				,5 👛	न		9 🛶	-	20.)					48
lockheed					2 7.			23									30
msa					1	4		17.	.5								21
marriott				1							24.	4	0 -10				24
memorex				1										8.		0 -10	
	1	DEA	NEW	0.1	1									10.	5		10

```
tal
        comments:
86 +/-
$) (%)
        csp to be reduced to 10-13K
16 -30cash
 0-100 money
      40***
0.5
0
        probable cancel het handle Cancelled no money
0.5
      24***
 0 -100sent counterproposal (CSP+ offsites MAFE/CAMS)
        vacation til 11/27 Acquiring UCCEL - send new proposal
        could be budget problems
        probable renewal dorganization chg
        probable renewal
7.5
      16 ***
25.7
       3米米安米
        primary subscript. cancelled-sell direct
13.5
        Verbal on apx 12k in 86/need bill in 86-
6.5
     -13each *** ***
        will off-site att selection-verbal 12.5 K off
       > contact not made yet
          + Mays
       isp_cancel due to budget/maps verbal cop weak/decide by 127/fissp renew bundted verbal Chase rest rectains respect more state core newtwo
 41
        renewed/but split billing read ***
        probable renewal
        weak-organization changes
8.5
        Decision 12/18
        verbal csp 8.5k/needs bill in 86 -decision 12/20
  0 -100 call Concelled MAPS (noting CSP - they are looking
                               Forest funding no deckil mid Dec.
        get PAC contact name
        "wants to wait until receives 85"/probable renewal 86
7.5
      40 ****
    probable renewal/budget problems
- tacams new order/maps verb at 10.5% special 米米米米
0.5
       csp 20k verbal/p.o. next week viacous xxxx
5.0
        decision 11/27
        verbal full renewal maps/cams-unk isp Verbal ISP
  0 -100salary cuts/maybe in 87
   -100verbal cams 8.5/csp booked
        contact out 10 days
        verbal cancel/sent counter-proposal
78, Z
       esp firm Verbal on others, werbat 55 K nest
        telexed 11/21 for selections/considering maps
9.5
       6call to sell presentation ***
      Verbal renumb for special HCT to close 12/18/85
        credibility problems/likely renewal
        probable renewal
        verbal csp full 20 K
        problem account/credibility problems-serious
40.8
        probable renewal with work GOH visit 12/18
        decision next week call for decision 12/16
0 -100program to general/rmp to send counteroffer
0 -100no money/ to try to sell burroughs primary
        and One I look wasteline
```

probable renewal contact out/probable renewal/cul 12/17 for decision

33.7 0 ****

0 -100don't use materials/no sponsor on staff hct t

15 85 **** ****

Keith to follow-up decide next who organization change recent to Dick Gibbs probable renewal -decision moved to Pres. 12/13/85

16.5 -36 *** *

marginal accnt=no decision til 12/20 cwelled

probable renewal-no decision til 12/20

16.5 -39 ****

Call Watter 12/16

16.5 -29 ****

probable renewal-contact to cale back

verbal isp 16.5-do not book yet

probable upgrade

CAUS FIEM/MAPS NO CANCELED, NO USE
switch to cams likely-downgrade of \$\$\$

verbal-both progs/no order til 12/85
cancel likely/received no reports-till
werbal-to-gas Namos-cap upr

BDH contact

O #*****

^{343. -79.}

total	20	15	8	46	200.	88.5	-56. 60	7.	141.	-77.	477.	111.	-77.	345	61.5	-82	1628
va elec	1										3	3	0				3
u.s. west	1			2	5.7		18	.4									24.1
univ calif	1	1									21.8	18.5	-15				21.8
trw	1	20-		.1	7.2	10.5	19	. 6	24.0					22.5	5		49.3
syst cntrl		-		1	0									6.7	,		6.7
sundata		1			6			. 8									19.8
strategic	1	,	Ŧ	X	7 . 7	9.9		. 6									16.6
sterling				1		9.9		.5	0								23.1
square d		1					0	-			25.6						25.6 9.5
sperry				1										8.5	'		8.5
snet	1										23.2	16.5	-29				23.2
sorbus				1										8.5			8.5
schering	1			•							27	16.5	-39				27
scient com				î		~	9	• 5									9.5
rochester ryder	1		1	Ж	5	Ø						20.0	30				5
rand	1			2	7.0		15	• /			25.6	16.5	-36				25.6
prime				1	7.6		15	7						0.5			23.3
philips				1										8.5			8.5
perkin elm	1													8.1		85	8.1
ohio edis			1								10	0	-100			0.5	10
nynex	2				8.1	8.1	0 25	.6 2	25.6	0							33.7
northrup				1							19						19
ner				î										22.5			22.5
nas	,		•	1										8.5			8.5
mcdonne11			4	24	7.7	8.0		14						18			39./

INPUT USA RENEWALS BY WEEK 1982/1986

*======================================		NO	DVEMBER			DECEMBER								JANUARY				
	HEEK 1	WEEK 2	MEEK 3	WEEK 4	TOTAL MT	H WEEK 1	WEEK 2	MEEK 3	WEEK 4	WEEK 5	TOTAL MT	H TOTAL QT	TR .	WEEK 1	WEEK 2	MEEK 3	WEEK 4	TOTAL MT
CAMP													******					
1982	0	23950	22100	38600	84650	7300	15300	0	0	11000	22/00	110050	1000					
1983	0	0	15650	23750		8075	23700	14400	0	11000			1982	0	0	0	0	
1984	16575	8075	14164	30643		32059	30175	6443	7650	0			1983	0	7300	0	15000	
1985	0	0	0	74806		02007	0	0443	7630	15635	91962		1984	0	8500	0	29570	
2700				7 1000	77000		·	U	V	U	0	74806	1985 1986	0	0	17000	3000	
CSP																		
1982	0	0	0	0	0	0	15000	0	0	23550	38550	39550	1982	0	. 0		0	
1983	0	8075	0	0	8075	0	19475	0	0	28088	47563	55638	1983	0	0	0	0	
1984	0	0	39575	8500	47075	0	16250	0	32000	19125	67375	114450	1984	0	0	0	15675	
1985	10000	0	26125	26719	62844	0	0	0	0	0	0/0/0	62844	1985	0	0	8500	0	
											·	02071	1986	0	0	0	20000	
MAPS																		
1982	0	15000	32725	78400	126125	13700	13700	26750	0	26750	80900	207025	1982	0	0	0	0	0
1983	0	0	0.		43450	0	37050	31643	0	32232	100925	144375	1983	0	28700	0	16500	45200
1984	0	37050	44461	101088	182599	30563	75300	13000	24750	4129	147742	330341	1984	0	0	24748	15000	39748
1985	0	0	0	107451	107451	0	0	0	. 0	0	0	107451	1985	0	0	40875	0	40875
													1986	0	0	0	0	0
ISP																		
1982	0	15000	15000	81000	111000	75000	20000	11000	0	135000	241000	352000	1982	0	0	0	0	0
1983	0	0	0	105200	105200	0	<i>L</i> 8275	17393	0	22475	108143	213343	1983	0	0	0	0	0
1984	50000	32300	48850	29250	160400	38900	19467	23000	0	33282	114649	275049	1984	0	0	16500	16500	33000
1985	0	0	15675	80819	96494	0	0	0	0	0	0	96494	1985	0	0	52950	3500	56450
												1	1986	0	0	0	0	0
TOTAL 1982	0	53950		198000	321775	96000	64000	37750	0	196300	394050	715825	1982	0	0	0	0	0
TOTAL 1983	0	9075		172400	196125	8075	148500	63435	0	82795	302906	498931	1983	0	36000	0	47175	83175
TOTAL 1984	6575	77425		169481	459531	101522	141192	42443	64400	72171	421728	881259	1984	0	8500	49748	61070	119318
TOTAL 1985	10000	0	41800	289795	341595	0	0	0	0	0	0	341595	1985	0	0	110825	6500	
												012070	1986	0	0	0	6300	117325

										1	1-20	-82
	FEB	RUARY					MA					
WEEK 1	WEEK 2	WEEK 3	WEEK 4	TOTAL MTH	WEEK 1	WEEK 2	MEEK 3	WEEK 4	WEEK 5	TOTAL MTH	TOTAL Q	TR TOTAL Y
0	0	0	0	0	0	0	0	0	0	0	0	118250
0	0	17000	6500	23500	0	0	0	0	5500	6500	52300	137875
8000	0	15000	11370	34370	0	0	0	0	17000	17000	89440	250859
0	0	0	-500	-500	0	0	8500	0	0	8500	28000	102806
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0	38550
0	0	0	34000	34000	0	0	0	0	25300	25300	74975	130613
0	0	0	21400	21400	20150	0	0	14000	20500	54650	84550	199000
0	0	0	18000	18000	0	8500	13050	0	16150	37700	75700	138544
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0	207025
0	13700	0	39000	52700	0	0	0	0	26000	26000	123900	268275
30000	33000	13596	40102	116698	0	0	16500	0	21500	38000	194446	524787
0	0	0	14175	14175	0	0	43000	8370	20000	71370	126420	233971
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0	352000
0	0	0	10000	10000	0	0	0	0	0	0	10000	223343
0	16500	0	21500	33000	0	0	0	3000	16500	19500	90500	355549
0	19000	0	0	19000	0	0	3000	14630	16500	34130	109580	206074
0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0	0	715825
0	13700	17000	89500	120200	0	0	0	0	57800	57800	261175	760106
38000	49500	28596	94372	210468	20150	0	16500	17000	75500	129150	458936	1340195
0	19000	0	13675	32675	0	8500	67550	23000	52650	151700	301700	643295
0	0	0	0	0	0	0	0	0	0	0	0	0

WEEKLY RENEWAL REPORT

			Renew	red		Ver	bal		Cance	11ed	Un	resol	ved
Program	Total Clients	To	Date %	Weekly Change	To	Date %	Weekly Change	#	Date %	Weekly Change	#	%	Weekly Change
ISP	40	16	40%	.0	5	12%	0	11	28%	0	87.	20%	0
CSP	22	11	50%	+1	3	14%	-1	2	9%	+1	6	27%	-1
CAMP	41	24	59%	ó	3	7%	0	8	19%	0	6	15	0
MAPS	42	23	55%	0	4	9%	0	5	12	0	10	24	0
TOTAL ALL U.S. PROGRAMS	145	74	51%	+1	15	10%	-1	26	18%	~+1	30	22%	-1

Note:	Includes	U.S.	programs	only

Date of Report: 2/1/85 Prepared by: RP

All Field Sales staff called to confirm () Yes ()No

Cancellations:

CSP

CAMP

MAPS

Arthur Anderson Consumers Power Ford Motor GM Hughes Michigan Consolidated
Northrop (man not be lost)?

Ohio Edison PPG Standard Oil TRW

Metaphor Diconix **

Avco Babcock and Wilcox D&B

GST Grumman IDB ITT

Moore

Ashland Avco Metier

Michigan Consolidated SEI

Pincet Mail - PC Module.

Hold off Lee Schur.

INFORMATION SYSTEMS PROGRAMS - 1985 Renewals

Date 12/7/34 Report

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
		.•		
Amdah1	GDH		X	
American Hoechst	HCT	X		
American President	GDH	X		
Arthur Andersen	NAH			
Ashland	WHD	X		
Bell Atlantic Ventur	eHCT U			
CIGNA	LRM U			
Clark-0'Neill	HCT	Х		
CSC	GDH	X		
Consumers Power	NAH			· x
Federal Mogul	NAH √			
lst Nat'l Louisville	WHD U			
Ford Motor	NAH V			?
Fujitsu, Ltd.	ODS U			
General Motors	NAH U			?.
GTE	HCT U			
Hammermill Paper	HCT U			
Hogan Systems	GDH	X,		
Hughes Aircraft	GDH U			
IBM	нст		x	
Litton Mellonics	GDH	Х	1	
Marriott Corp	GRA	X		
Matsushita	нст ∪			
Michigan Consolid	NAH			X
National Semi	GDH ∪			
Northrop	GDH			Х
Ohio Edison	NAH 🔾			· •
PPG Industries	HCT U			×
Rochester G & E	HCT	X		
Champion (St. Regis)	NAH U	•		



CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Schering Plough	HCT	x		
Social Security Adm	WHD U			
SNET	LRM	X		
Square D	NAH		×	
Standard Oil, IN	NAH U			?
Strohs Brewery	NAH U			
TRW	GDH	-		v х
U.C., Berkeley	GDH	~ x		
Virginia Power	WHD U			
F. W. Woolworth	WHD U			

20 12



Date

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Amdah1	GDH			
AT&T	HCT		X	
Carterfone	GDH 🗸			
Centronics	LRM ~		×	
Compugraphic	LRM V		×	
Computervision	LRM V			
CDC	NAH		X	
Data General	LRM ✓		X	
Datapoint	GDH	×		
Diconix	NAH /			
DEC	LRM		X	
Hewlett-Packard	GDH :		The state of the s	
Honeywell	LRM		X	
IBM	HCT	X		
ICL, Ltd.	KLH		X	
Interline	GDH		X	
McAUTO	GDH		X X	
Memorex	GDH		X	
Metaphor	GDH			X
NAS	GDH V			X
NCR	NAH	X		
Zilog	GDH 🗸		×	

×



Date

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
ATIT	NCT	X		
Ameritrust	NAH	•		
Anacomp	PAC/NAH			
ADR	HCT			
Arthur Andersen	NAH	×		
AVCO	LRM	UNRESOLVED AVED	15 being	83geuré D
Babcock & Wilcox	WHD		ŭ	
Bank of America	GDH	X		
Bell Research	HCT			
Broadview	PAC/HCT			
Boeing CS	GDH		X	
Candle Corp	GDH			
Cincinnati Bell	NAH	X		
Citicorp	LRM	X		
CSC ·	GDH	Χ.		
CDC	NAH			
Database Design	NAH	606632 - 31 Ele	IN Marst.	
Dun & Bradstreet	LRM	,		X
EDS	GDH	X		
GEISCO	HCTGRA	X		
GSI	KLH			
GTE	HCT	X		
Grumman	LRM			
Hewlett-Packard	GDH	X		
Hogan Systems	GDH	X		
IBM	HCT		X	
IDA, Ireland	KLH		24	
IDB, N. Ireland	KLH			
ITT Corporation	HCT			
Litton Mellonics	GDH	X		
Lockheed Corp	GDH	X -		
McAuto	NAH		X	
Mellon Bank	HCT			
Memo Rex	604	×		INPL



COMPANY ANALYSIS AND PLANNING PROGRAM - 1985 Renewals

Date

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Moore Business Frms	HCT			
The NewTrend Group	NAH			
Norwest Information	NAH			
Rand Information	GDH	×		
Samsung	GDH			
Strategic Info	LRM	X		
Thorn-Emi	KLH	χ̈́		
TRW	GDH	×		
U.S. West	GDH	x		



MARKET ANALYSIS AND PLANNING SERVICE - 1985 Renewals

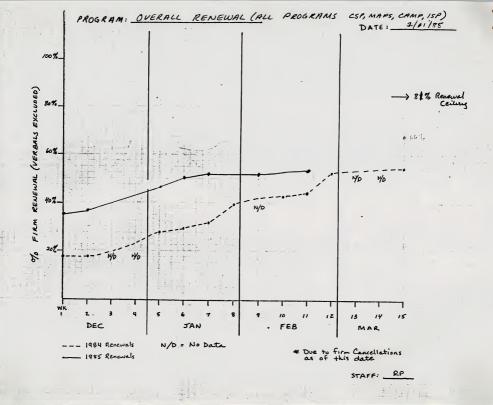
Date

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
ATST	NCT	X		
Anacomp	PAC/NAH			?
ADR	HCT			
Ashland .	WHD			х
AVCO	LRM			
Babcock & Wilcox	WHD			?
Bank of America	GDH	X		
Bell Research	HCT	x		
Broadview	PAC/HCT			
Boeing CS	GDH		Χ	
Canada Systems Grp.	NAH			
Cincinnati Bell	NAH	x		
Citicorp	LRM		X	
Clark-0'Neill	HCT			
CSC	GDH	x		
Computer Task Grp	HCT			
EDS	GDH	X		
GTE	HCT	X		
Grumman	LRM			
Hogan Systems	GDH	x		
IBM	HCT		X	
IDC Services	GDH	X		
Info Associates	HCT			
Litton Mellonics	GDH	X		
Lockheed Corp	GDH	X		
MSA	WHD	Х		
McAuto	NAH		Х	
Mellon Bank	HCT			
Metier	GDH			×
Michigan Consolid	NAH			×



1			Date		
	CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLEI
	NCR	NAH			7
	Norwest Information	NAH			
	Philadelphia Suburb	HCT			
	Rand Information	GDH	X	:	
	Scientific Computers	NAH			
	SEI	HCT			
	Sterling Software	GDH	×		
	Strategic Info	LRM	X		
	SunData	HCT	x		
	TRW	GDH	X		
	U.S. West	GDH	x		
	Walker Interactive	GDH			







PROGRAM RENEWAL PROCESS THIRD QUARTER OF PROGRAM YEAR

SENIOR STAFF

MARKETING STAFF

SUPPORT STAFF

Conduct Lost Business

Collect competitive

Track renewals (Q'1)

Analysis

data

Develop mailing lists for client survey (key contacts, program users)

Regional Professional Staff Meeting

Present results of competitive analysis

Competitive Analysis

Account responsibility assignments; projected

sales quotas

Draft topics, change in format (if necessary) for coming year Sign off on survey mail list

Produce cover letter for client survey; oversee production of client survey package

Review client survey mail list with PMs

Sign off on survey

Mail client survey

package

Start telephone follow-up to survey mailing

and Sales

Analysis of results of client survey to PMs

Review results of client survey

Develop mailing lists by program, modules purchased, account responsibility

Draft renewal letter and attachments

Present survey results to Planning Meeting: finalize topics, program changes, pricing; produce account assignments

Review renewal mailing lists with Sales

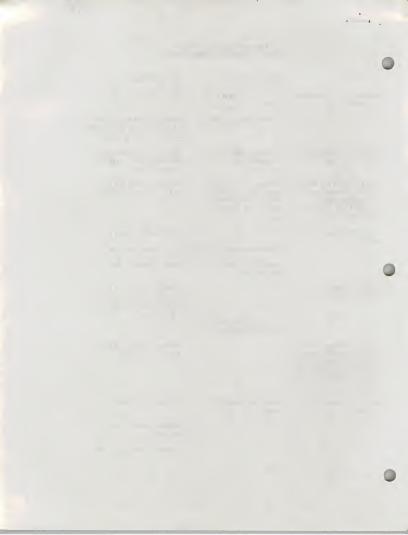
Sign off on renewal package

Finalize renewal package - print

Produce invoices

Renewal letter word processed

Kenewal package mailed



PROGRAM RENEWAL PROCESS THIRD QUARTER OF PROGRAM YEAR

TEEK	SENIOR STAFF	MARKETING STAFF	SUPPORT STAFF	
1		Input results of competitive analysis	Develop mailing lists for client survey (key con- tacts, program users)	
2	Regional Professional Staff Meeting		Account responsibility assignments; projected sales quotas	
3	Draft topics, change in format (if necessary) for coming year Sign off on survey mail list	Produce cover letter for client survey; oversee production of client survey package	Review client survey mail list with PMs	
4	Sign off on survey package		Mail client survey	
5		Start telephone follow-	up to survey mailing	
6		Analysis of results of client survey to PMs and Sales		
7	Review results of client survey		Develop mailing lists by program, modules purchased, account res- ponsibility	
8		Draft renewal letter and attachments		
9	Present survey results to Planning Meeting: finalize topics, pro- gram changes, pricing; produce account assign- ments		Review renewal mailing lists with Sales	
10	Sign off on renewal package	Finalize renewal package - print	Produce invoices	
11			Renewal letter word processed	
12			Renewal package mailed	
13				

1

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		1	-
		-	

1984 SUBSCRIPTION PROGRAM RENEWAL CYCLE PLAN

CAMP, CSP, CSP-E, MAPS, MAPS-E, ISP

WK. JAN-JIN	Competitive Fralques Preliminary	RESPONSIBILITY	ACCOMPLISHED	APPROVAL PM 's
2,	1985 Program Structures - Pricing - Topics	July Planning Meeting MNN KEG MOOF	7/2 8	PAC
3-7	Client Surveys - Analysis	DMcD/JDW	7/27	PMs
2=9	Account Responsibilities Projected Sales Quotas	JGG/JDW JDW	8/31 8/31	EIM JGG
9	Program Structure Complete	PMs	8/31	PAC
6	Renewal letter & attachments - Printed	DMcD	9/14	EIM/PMs
9	Client Lists for Renewal mailing	PMs - JDW (Coordinator)	9/14	GDH/HST
10	Renewal Invoices	RLF	9/14	GDH/HST
11-12	Production and Mailing	JDW (Coordinator)	9/21	JGG



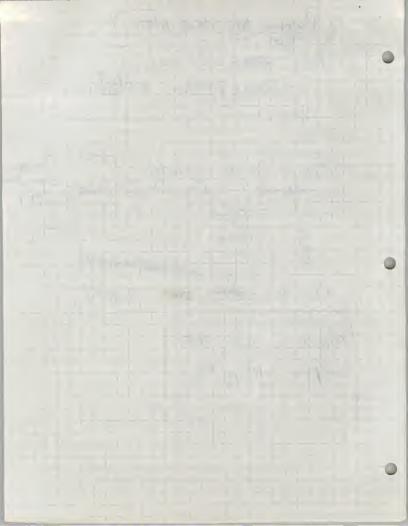
1984 SUBSCRIPTION PROGRAM RENEWAL CYCLE PLAN

FEDERAL INFORMATION SYSTEMS AND SERVICES PROGRAM

	ACTIVITY	RESPONSIBILITY	DATE	APPROVAL	
UNGO NG	Competitive Analysis	TE/MKTS	4/10	J.F.	
3-7	Client Survey Mailed	Gay Adams	3/9	JF/GDH -	
9	Planning Meeting, 1984/85 - ideas - topics - program structure - pricing	John Frank	4/10	PAC	
16	Program structure for 1984/85 complete; Renewal package ready	John Frank David McDougal (Coor- dinator)	4/20	PAC/JF	
10	Invoices produced	Renee Fenstermaker	4/20	JGG/GDH (review)	
11-12	Renewal package produced and mailed	Production/JDW (Coordinator)	4/23	JGG	



Regional Prof 8haff Mtg. PM's TOTAL Confet Anal. - Client Survey Mailed July 31 26/27. Presented to Plan War (06 + Prod) PKS - Topics - Price. Renewal Latter's out 9/14/84 9/11/84 - INTO PROD. 9/20/84 - FAMIL OUT.



February 24, 1984

MEMO

TO:

SUBJECT:

Ed, George, Harvey, David, Jan, Graham, Jack, Jim

FROM: Pete

This year we want to start renewal letters, a series of them, at l^1_2 month intervals commencing in August. In November we should start telephone calls if they have not renewed.

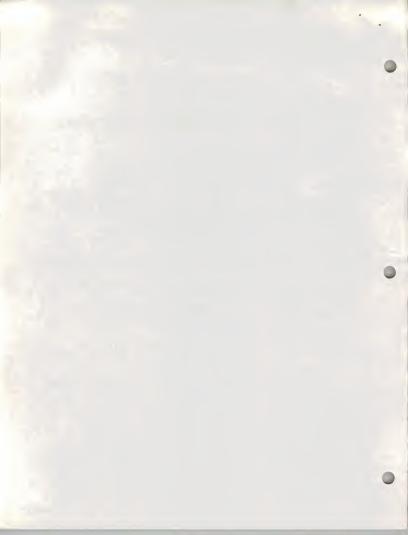
Renewal Program Notification

Unless people say definite no, do not renew, we should continue a program without a renewal order until a decision is made. This means we should continue into the new year and not cut people off. This should be agreed with the sales organization so that any problems are identified. We should avoid offending customers that plan to renew but are simply going through the process.

After the first of the year, we should make personal visits to all companies who have not renewed.

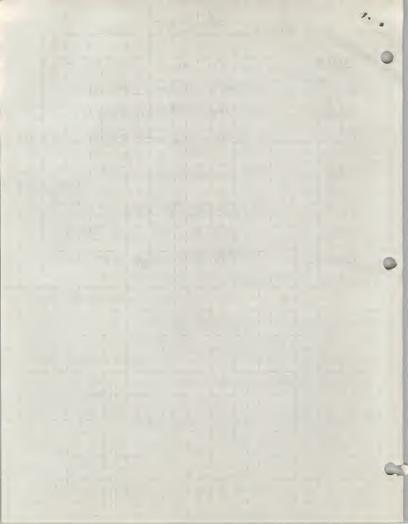
In this regard, I'd like to make sure that we have personally visited all those companies that have not renewed.

Ed: Please produce a list of those companies that have not had such a visit and ensure that occurs as soon as possible.



1984 Renewal Cycle Daxes.

3/9/84 GOUT PROG. Chiest Survey Mailed 4/10/84 GOUT PROG: Planning Mtg 1984/85 GOUT PROG: 84/85 Renewal Data Ready 4/20/84 GOUT PROG: 84/85 Renewal Plage - Prod/Mail. 4/23/84 E 7/27/84 Prog: client Survey mailed (1518 +58 CAMP MARS + UK+ US) 8/30/84 1985 annual Plan Mtg. 9/14/84 1985 Prog. Renewal Data Ready 1985 Prog Rever Pages - Prod + Mail 9/17-21/84



CAMP IMPES 150 1985 1986 1985 1986 1986 1986

Week

2

3-

4

16

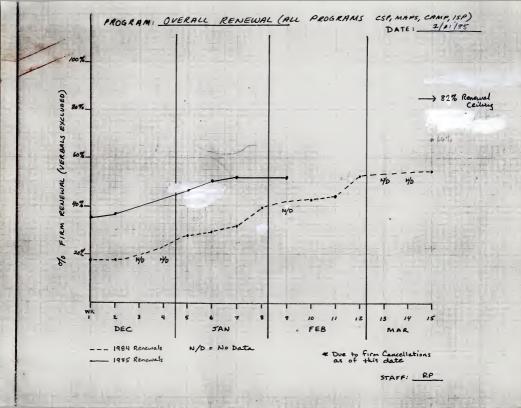
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Total # Cliento

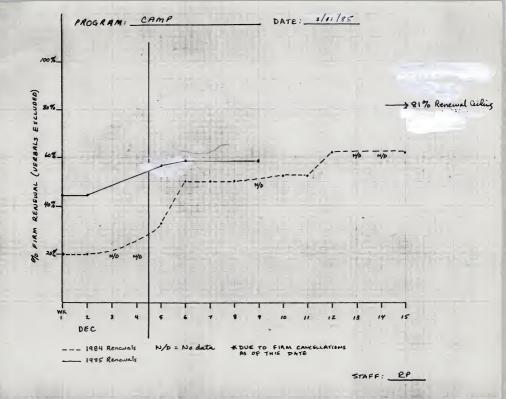
the Renewed

companies

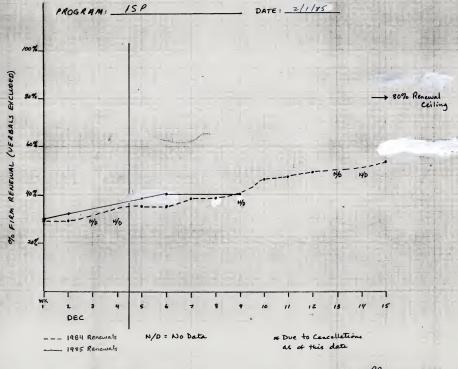
% renewed Weekly change





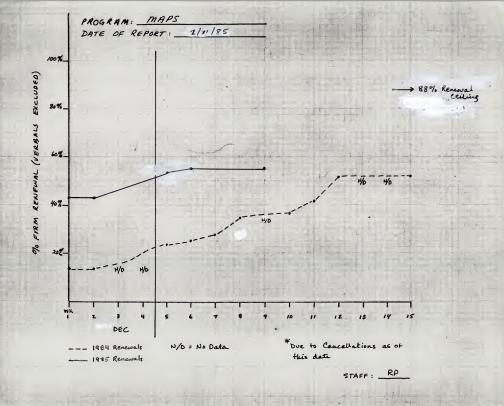




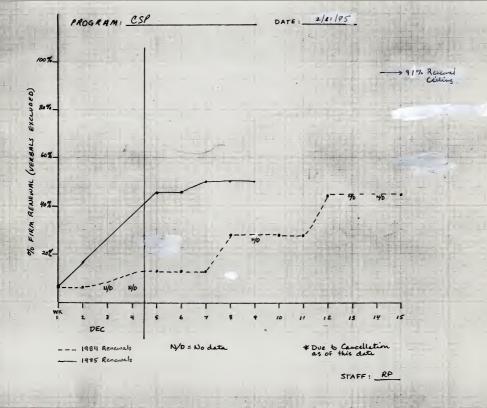


STAFF: RP











Renewal Summary:

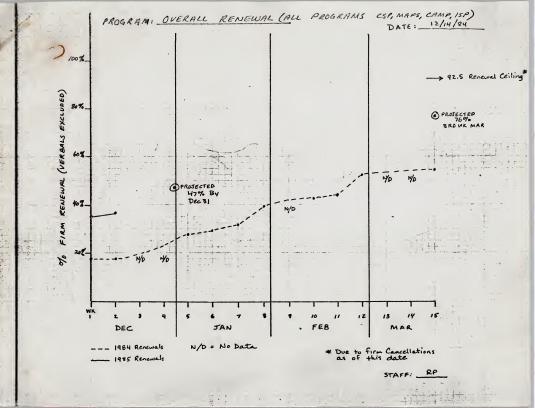
only activity since 1/11/85 report is CSP.

Renewal activity has flattened out - affecting overall renewal target graphs (see attached)

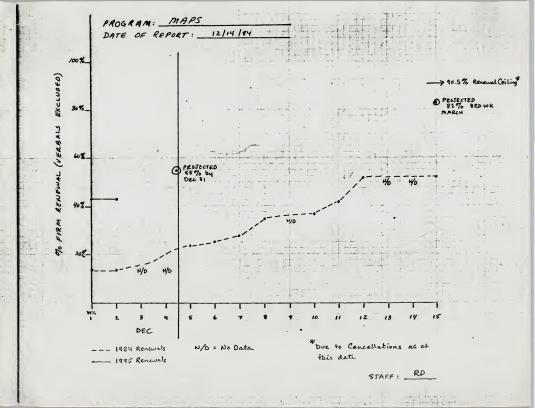
Jim has dollars to match this report.

Randi.

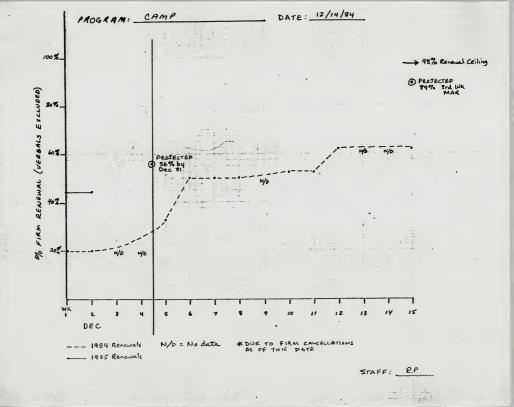




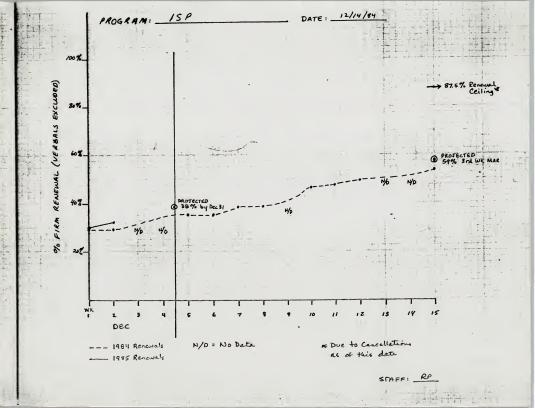




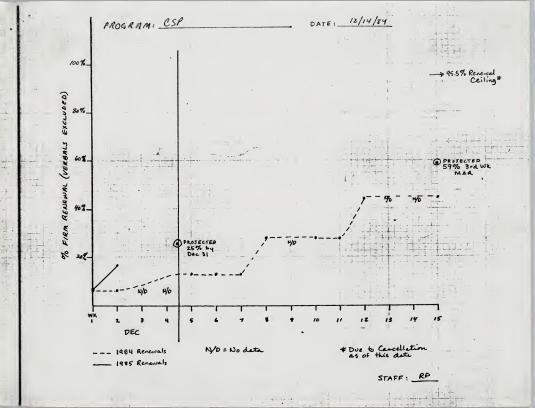














WEEKLY RENEWAL REPORT

			Renewed		Verbal		Cancelled		Unresolved				
Program	Total Clients	To	Date %	Weekly Change	To	Date %	Weekly Change	To	Date	Weekly Change		z	Weekly Change
ISP													
CSP													
CAMP						,							
MAPS													
TOTAL ALL U.S. PROGRAMS											6		

				_
Note:	Includes	U.S.	programs	only

All Field Sales staff called to confirm () Yes ()No

Date of Report:_	
Prepared by:	RP

CONFIDENTIAL



Date 1/4/85

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Amdah1	GDH		Х	
American Hoechst	HCT	x		
American President	GDH	X		
Arthur Andersen	NAH			X
Ashland	WHD	X		
Bell Atlantic Ventu	reHCT			
CIGNA	LRM			
Clark-O'Neill	HCT	X		
CSC	GDH	x		
Consumers Power	NAH			· x
Federal Mogul	NAH			
lst Nat'l Louisvill	e WHD		*	
Ford Motor	NAH		·	. ×
Fujitsu, Ltd.	ODS			
General Motors	NAH			Х
GTE	HCT		X	^
Hammermill Paper	HCT	X	^	
Hogan Systems	GDH	X		
Hughes Aircraft	GDH			×
IBM	HCT		х	•
Litton Mellonics	GDH	X		
Marriott Corp	GRA	Х		
Matsushita	HCT		X	
Michigan Consolid	NAH			X
National Semi	GDH			
Northrop	GDH			X
Ohio Edison	NAH	50% Home		
PPG Industries	HCT			×
Rochester G & E	HCT	X		
Champion (St. Regis)	NAH	6 11	118	





Page 2

INFORMATION SYSTEMS PROGRAMS - 1985 Renewals

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Schering Plough	HCT	х		
Social Security Adm	WHD		X	
SNET	LRM	X		
Square D	NAH	X		
Standard Oil, IN	NAH			X
Strohs Brewery	NAH	UNFESONED		
TRW	GDH	·		х
U.C., Berkeley	GDH	Х		
Virginia Power	WHD		X	
F. W. Woolworth	WHD			



Date 1/4

CLIENT	SALES PERSON	RENEWED	VERBAL.	CANCELLED
Amdah1	GDH			
AT&T	нст	X		
Carterfone	GDH			
Centronics	LRM			
Compugraphic	LRM			
Computervision	LRM			
CDC	NAH	X		
Data General	LRM		×	
Datapoint	GDH	×		
Diconix	NAH			
DEC	LRM		X	
Hewlett-Packard	GDH	. X		
Honeywell	LRM	_ X		
IBM	HCT	X		
ICL, Ltd.	KLH	×		
Interline	GDH		×.	
McAUTO	GDH	×	×	
Memorex	GDH	×		
Metaphor	GDH			X
NAS	GDH			
NCR	NAH	X		
Zilog	GDH		X	
CSP/EUROPÉ 3M BURROUGHS COC				
3M	NAH	X		
BURROUghs	NAH	r .		
COC	NAH	X		
Hewlett - POLKARD	6H	×		

AmoshL

NCR

PERKIN Elmer HOT

611

KLH

X INPUT



Date

	CALEC			
CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
ATIT	NCT	X		
Ameritrust	NAH			
Anacomp	PAC/NAH		-	
ADR	HCT		×	
Arthur Andersen	NAH	X		
AVCO	LRM UNK	ESOVED A	veo is be	ing assences
Babcock & Wilcox	WHD			X
Bank of America	GDH	X		. ,
Bell Research	HCT			
Broadview	PAC/HCT	×		
Boeing CS	GDH	X		
Candle Corp	GDH			
Cincinnati Bell	NAH	X		
Citicorp	LRM .	X		
CSC	GDH	X.		
CDC	NAH	Х		
Database Design	NAH	X		
Dun & Bradstreet	I.RM Pickeo up		moasie for	MAPS X
EDS	GDH	X		
GEISCO	HCT G Res	X		
GSI	KLH			X
GTE	HCT	X		
Grumman	LRM			
Hewlett-Packard	GDH	X		
Hogan Systems	GDH	X		
IBM	HCT		×	
IDA, Ireland	KLH		×	
IDB, N. Ireland	KLH			. X
ITT Corporation	HCT			X
Litton Mellonics	GDH	X		^
Lockheed Corp	GDH	X		
McAuto	NAH	X		
Mellon Bank	HCT		X	



COMPANY ANALYSIS AND PLANNING PROGRAM - 1985 Renewals

Date____

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Moore Business Frms	HCT			X
The NewTrend Group	NAH			
Norwest Information	NAH			
Rand Information	GDH	×		
Samsung	GDH			
Strategic Info	LRM	X		
Thorn-Emi	KLH	X		
TRW	GDH	X		
U.S. West	GDH	X		



MARKET ANALYSIS AND PLANNING SERVICE - 1985 Renewals

SALES

CLIENT	PERSON	RENEWED	VERBAL	CANCELLED
ATST	HCT	X		
Anacomp	PAC/NAH	^		
ADR	нст		X	
Ashland -	WHD		^	х
AVCO	LRM			Α.
Babcock & Wilcox	WHD	X		
Bank of America	GDH	X		
Bell Research	HCT	×		
Broadview	PAC/HCT			
Boeing CS	GDH	~		
Canada Systems Grp.	NAH	×		
Cincinnati Bell	NAH	x		
	MAI	^		
Citicorp	LRM	×		
Clark-0'Neill	HCT		X	
CSC	GDH	X,		
Computer Task Grp	HCT			
EDS	GDH	X*		
GTE	HCT	X		
Grumman	LRM			
Hogan Systems	GDH	X		
IBM	HCT		X	
IDC Services	GDH	X-		
Info Associates	HCT		×	
Litton Mellonics	GDH	Χ·		
Lockheed Corp	GDH	X		
MSA	WHD	Х		
McAuto	NAH	X	M	
Mellon Bank	HCT		x	
Metier	GDH		~	×
Michigan Consolid	NAH			
				×



Page 2

MARKET ANALYSIS AND PLANNING PROGRAM - 1985 Renewals

		Date				
CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED		
NCR	NAH					
Norwest Information	n NAH					
Philadelphia Suburt	HCT					
Rand Information	GDH	X				
Scientific Computer	s NAH					
SEI	HCT			X		
Sterling Software	GDH	×				
Strategic Info	LRM	x				
SunData	HCT	X				
TRW	GDH	X				
U.S. West	GDH	х				
Walker Interactive	GDH					



FEB. 8, 1985

RANDI,

HERE IS AN UPDATE OF THE RENEWAL STATUS I AM TRACKING. I ONLY MADE ONE COPY FOR YOU, SO LET ME KNOW IF YOU NEED ADDITIONAL ONES FOR DISTRIBUTION.

THE CHANGES YOU MIGHT WANT TO NOTE ARE AS FOLLOWS:

NORTHROP ISP IS NOW A RENEWED

SOCIAL SECURITY ADM. ACCOUNT RESPONSIBILITY HAS BEEN CHANGED FROM BILL TO GAY

ZILOG CSP HAS BEEN CHANGED FROM A VERBAL TO AN UNRESOLVED.

NATIONAL SEMI ISP IS A CANCELLED

I AM STILL TRACKING THIS ON A WEEKLY BASIS. I WILL CONTINUE TO LET YOU KNOW OF CHANGES.

JAN



			Renew	red .		Ver	bal		Cance	lled	Un	resol	ved
Program	Total Clients	#	Date %	Change	To	Date %	Weekly Change	To	Date %	Weekly Change	#	7,	Weekly Change
ISP	\$2,5°	16	40%	+2	5	127.	-2	1/4	289.	+1	8	20%	-1
CSP	22	10-	60%	# + 1	1/2	1400	4	7 4	54: E70	+1	五	224 45-6 7.79	-/
CAMP .	#	24	51%	+1	35	170	-1	8	1970	+2	-	15%	-35
MAPS	42	23	55%	+1	254	97.	-1	54	1270	н	10	24%	-1
TOTAL ALL U.S. PROGRAMS	145	73	501.	+4	16	1	-4	25	170	+4	31	200	-4
			51			10			18	L	L	21	

Note: Includes U.S. programs only

Date of Report: 1/11/85
Prepared by: RP

All Field Sales staff called to confirm (*)Yes ()No

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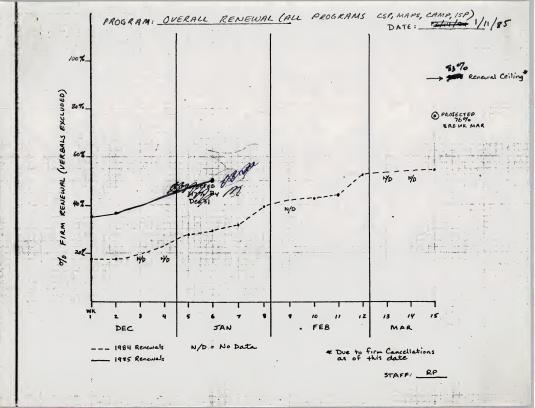
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*GOVERNMENT

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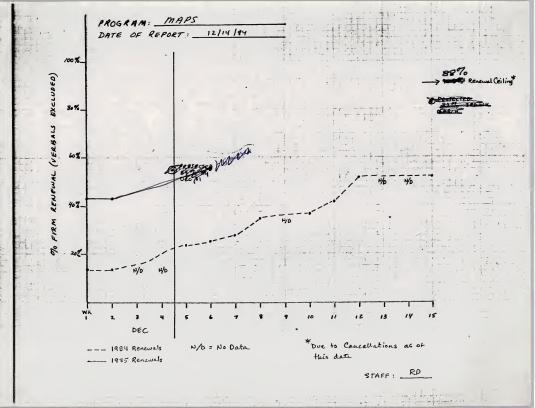
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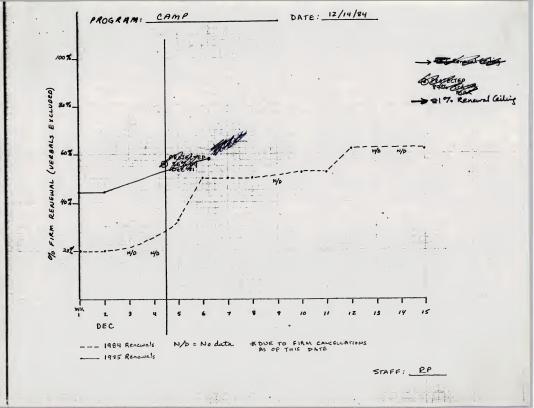




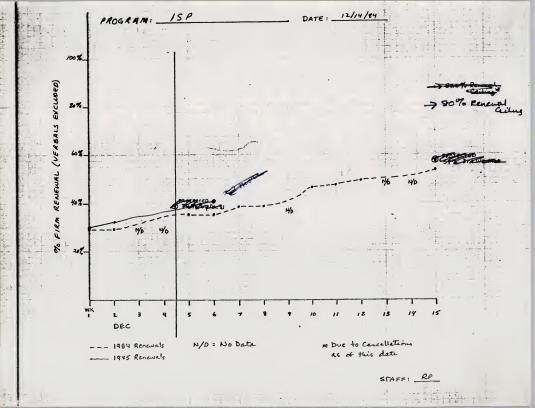




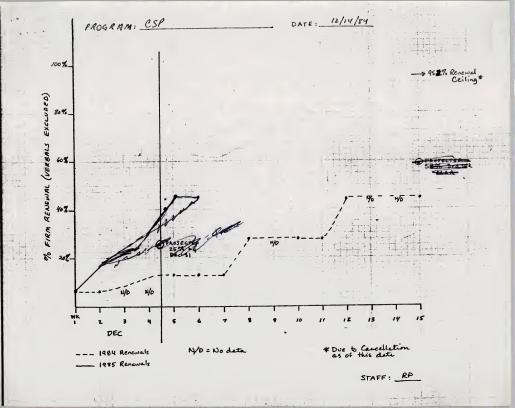














CONFIDENTIAL

INFORMATION SYSTEMS PROGRAMS - 1985 Renewals

Date 12/14/84

	CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
	Amdah1	GDH		X	
	American Hoechst	HCT	×		
	American President	GDH	X		
O Vand	Arthur Andersen	NAH (No Pres	interv)		
Pres, VeryGog	Ashland	WHD-Super	X		
	Bell Atlantic Ventu	THET (No Pre	s interv)		+1
Pres - Negotion	CIGNA	LRM Toog	eneral - nothing no	w- mon spec	efect wanted
	Clark-0'Neill	HCT	X		
	CSC	GDH	x		
	Consumers Power	NAH			* x
	Federal Mogul	NAH (no Pre	es intermino)		
	lst Nat'l Louisville	WHD		*	
0	Ford Motor	NAH)			
(Fujitsu, Ltd.	ODS YNG P	res interv.)		
	General Motors	NAH)			
	GTE	HCT.			
	Hammermill Paper	HCT,		Ŷ	
	Hogan Systems	GDH	Х	^	
	Hughes Aircraft	GDH -no pro	es interv.		
	IBM	HCT		х	
	Litton Mellonics	GDH	X		
	Marriott Corp	GRA	х		
es-VeryGood	Matsushita	HCT			
·	Michigan Consolid	NAH			X
	National Semi	GDH - no pr	es interv.		•
	Northrop	GDH			, x
onf-Nothing	Ohio Edison	NAH - San	ce as Joint Clien	t Conf Mateu	al -"OK"
New "	PPG Industries	HCT			×
	Rochester G & E	HCT	X		^
			•		



Page 2

INFORMATION SYSTEMS PROGRAMS - 1985 Renewals

Pres

	CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
	Schering Plough	HCT	х	.,	
	Social Security Adm	WHD		Х	
	SNET	LRM	X		
new	Square D	NAH	X		
	Standard Oil, IN	NAH -no pres in			
- Poor-ANG -	Strohs Brewery	NAH "Mixed !	redings "Less PI	ilosophy mon sp	unifics "Case studies"
	TRW	GDH	_		[↓] x
	U.C., Berkeley	GDH	х		
	Virginia Power	WHD 7	ruters.		
	F. W. Woolworth	WHD The pres			



Date SALES CLIENT PERSON RENEWED VERBAL CANCELLED Very Impressed - More on 1 BM Specifically Amdahl GDH -AT&T HCT Carterfone GDH ~ Centronics LRM ~ Compugraphic LRM LRM -Computervision Very Satisfied CDC LRM puch more impressive than other vendors we've XLDT - Data General Datapoint GDH Octatanding Diconix NAH / DEC LRM Hewlett-Packard GDH Honeywell LRM IBM HCT ICL, Ltd. KLH Interline GDH McAUTO GDH Memorex GDH Metaphor CDH NAS CDH NCR NAH n small-less on luge "Hall of a job". Zilog XLWT CSP/EUROPE 3M NAH BURROUghs NAH COC NAH



Date

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
ATIT	NCT	X		
Ameritrust	NAH -			
Anacomp	PAC/NAH -			
ADR	HCT		X	1-
Arthur Andersen	NAH	×		
AVCO	LRM 🗸	UNRESOLVED AVED	15 being	12genré 10
Babcock & Wilcox	WHD \smile		Ü	
Bank of America	GDH	X		
Bell Research	HCT ▶			
Broadview	PAC/HCT ~			
Boeing CS	GDH		X	
Candle Corp	GDH ·			
Cincinnati Bell	NAH	X		
Citicorp	LRM	X		
CSC	GDH	Χ.		
CDC	NAH 🗸			
Database Design	NAH ~	6Ub63F 1 - 11.	111 113721	
Dun & Bradstreet	LRM	,		×
EDS	GDH	X		
GEISCO	HCT G 184	X		
GSI	KLH 🗸			
GTE	HCT	X		
Grumman	LRM -			
Hewlett-Packard	GDH	X		
Hogan Systems	GDH	X		
IBM	HCT		X	
IDA, Ireland	KLH ~		A	
IDB, N. Ireland	KLH ►			
ITT Corporation	нст 🗸			
Litton Mellonics	GDH	X		
Lockheed Corp	GDH	X .		
McAuto	NAH		X	
Mellon Bank	нст		X	
Memo Rex	604	X		INPLI



COMPANY ANALYSIS AND PLANNING PROGRAM - 1985 Renewals

Date		

CLIENT	SALES PERSON	RENEWED	VERBAL	CANCELLED
Moore Business Frms	HCT			
The NewTrend Group	NAH -			
Norwest Information	NAH			
Rand Information	GDH	×		
Samsung	GDH -			
Strategic Info	LRM	X		
Thorn-Emi	KLH	X		
TRW	GDH	X		
U.S. West	GDH	X		



MARKET ANALYSIS AND PLANNING SERVICE - 1985 Renewals

Date SALES CLIENT PERSON RENEWED VERBAL. CANCELLED Very Good Overely-Questions filled the gaps NET X Anacomp PAC/NAH / ADR HCT X Pres Very Good Ashland WHD x AVCO LRM Pres Good-Interaction Babcock & Wilco WHD ~ Bank of America GDH X Putut - Bell Research HCT Verywal better Broadview PAC/HCT Boeing CS GDH Χ Canada Systems Grp. NAH / Cincinnati Bell NAH X Citicorp LRM Clark-0'Nei11 HCT CSC GDH х Computer Task Grp HCT EDS GDH CTE HCT XLNT- wore vert mitts umman LRM Hogan Systems CDH IBM HCT Х IDC Services X GDH Very good-want Info Associates HCT X Litton Mellonics х GDH X Lockheed Corp GDH MSA WHD McAuto NAH Х Mellon Bank HCT X Metier GDH × Michigan Consolid NAH



Page 2

MARKET ANALYSIS AND PLANNING PROGRAM - 1985 Renewals

			Date_		
		SALES		7	
	CLIENT	PERSON	RENEWED	VERBAL	CANCELLED
	NCR	NAH -			
	Norwest Information	NAH -			
	Philadelphia Suburb	HCT -			
	Rand Information	GDH	X		
XLNT -	Scientific Computers	NAH .			
	SEI	HCT			×
	Sterling Software	GDH	×		
	Strategic Info	LRM	x		
	SunData	HCT	Х		
	TRW	GDH	X		
	U.S. West	GDH	х		
	Walker Interactive	GDH /			



ATTN: INPUT USA 46774 FLBCN IL IFC 10.1984 LA

FR FLLI RIASNIK FLEIT MAIRA 46714

AS WE APP EVALUATING SOME NEW PROLUCTS, WE WOULD APPRECIATE YOUR GUICLE FOR THE FOLLOWING GUESTIONS:

F. AVERACE NER OF HCS IN CHCANIZATION WHICH HAS IEM MAINTHAMES AND WHICH NEFES ACCESS TO THE TEM.

E. WHAT PCT OF PARACOA IS WITHIN THE FULLWARD LISTANCES FROM UP to 3000' 3000'-10000' ALUET 10000'

C. TYPE OF ACCESSES TO THE HUST. PHOVLE POIS

I. SIZES OF LATA TRANSFERRED DETWEEN THE HOST AND THE PC. PROVIDE FCI.

E. PREUF A-D THE EXISTENC AND THE NEAT FIVE TEAMS ESTIMATES.

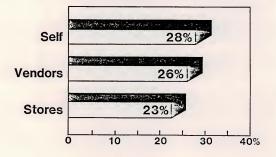
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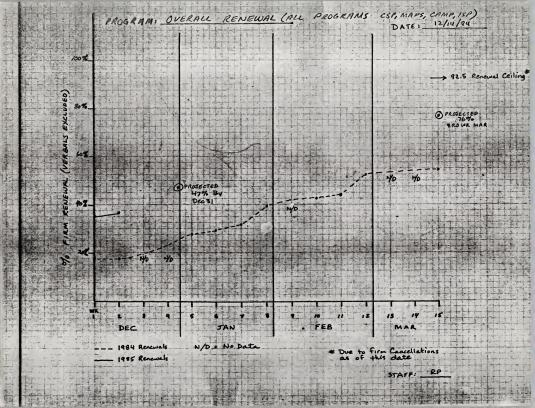
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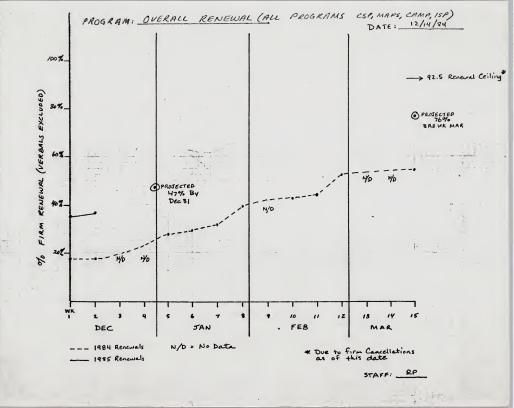
SOURCES OF ASSISTANCE FOR PERSONAL COMPUTER USERS



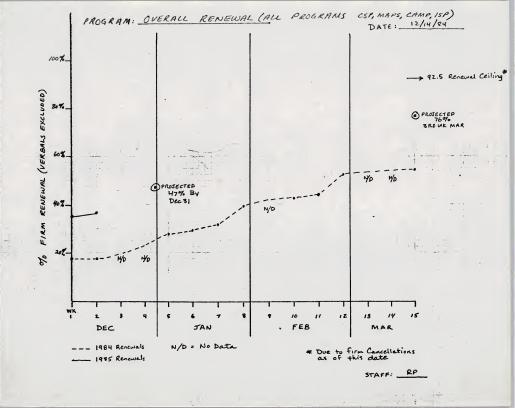
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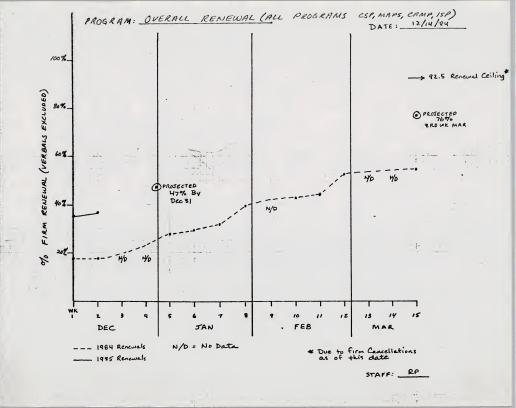




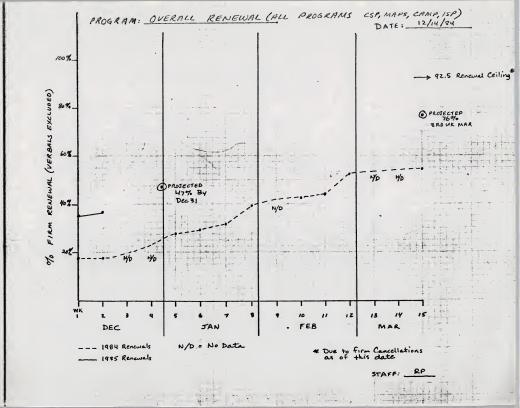




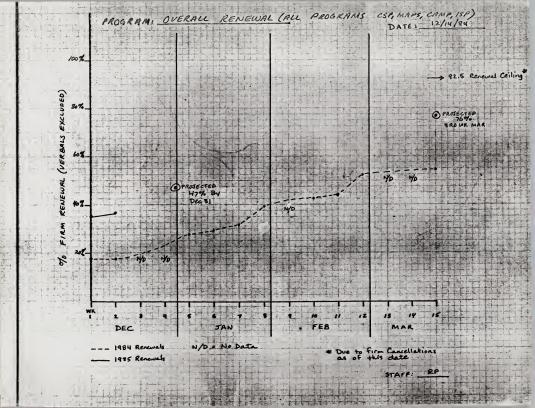




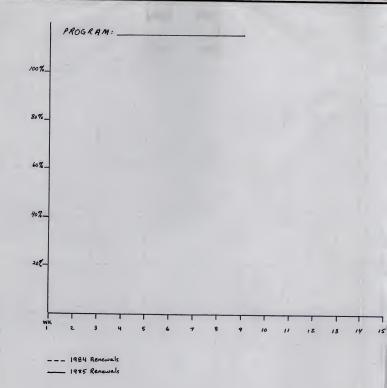


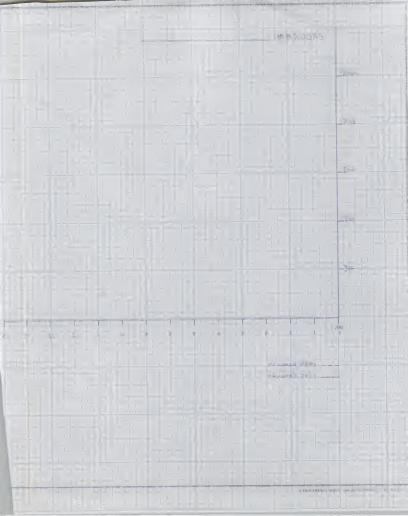












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SCALE: DATE:		APPROVED BY:	_	DRAWN BY REVISED
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